

GEORGE OAKES, III  
SUPPLIER DIVERSITY PROGRAM MGR.  
GPU SERVICE CORPORATION  
100 INTERPACE PKWY.  
PARSIPPANY NJ 07054-1149

DEBORAH M. SCHULTZ  
BUYER  
GRACO, INC.  
P.O. BOX 1441  
MINNEAPOLIS MN 55440

JANE WINSTON  
MGR, MINORITY SUPPLIER DEV., MS21A2  
GRAND METROPOLITAN/PILLSBURY CO.  
200 S SIXTH ST.  
PILLSBURY CENTER  
MINNEAPOLIS MN 55402-1464

JOHN ROUSSET  
PROD. MGR. GROCERY PROC, NATL PURCH & MERCH DEPT  
GREAT A & P TEA CO, INC.  
2 PARAGON DR.  
MONTVALE NJ 07645

OTTO FURUTA  
DIR. PURCHASING  
GREAT LAKES CHEMICAL CORPORATION  
HWY 52 NW  
P.O. BOX 2200  
WEST LAFAYETTE IN 47906

D. LARRY NELSON  
DIR. OF MATERIAL  
GREENLEE/TEXTRON  
4455 BOEING DR,  
ROCKFORD IL 61109

MR. KEENAN  
DIR. PURCHASING  
GRIFFIN PIPE PRODUCTS CO.  
1400 OPUS PL #700  
DOWNERS GROVE IL 60515

MIKE WAY  
PURCHASING AGENT  
GRIFFIN WHEEL CO.  
200 W. MONROE ST.  
CHICAGO IL 60606

GEORGE HAGGIRTY  
SMALL & SMALL DISADV. PROGRAMS  
GRUMMAN CORPORATE OPERATIONS  
MAIL STOP A04-30  
BETHPAGE NY 11714-3586

JOE BODONY  
PURCHASING MANAGER  
GUARDIAN LIFE INSURANCE CO. OF AMERICA  
201 PARK AVE. 80.  
NEW YORK NY 10003

GENERAL REFRACTORIES  
225 CITYLINE AVE.  
BALA CYNWYD PA 19004

THOMAS NAUM, MGR.  
PROPERTIES  
GENERAL SIGNAL CORP.  
BOX 10010  
STAMFORD CT 06904

R.A. WEISS  
ADMIN. SMALL & MINORITY BUS. DEVEL.  
GENERAL TIRE  
ONE GENERAL ST.  
AKRON OH 44329

LARRY BEEMER  
VP, MATERIAL SUPPLY  
GERBER PRODUCTS CO.  
445 STATE ST.  
FREMONT MI 49413-0001

HENRY HAILSTOCK  
PERSONNEL/MGR. MINORITY AFFAIRS  
GIANT FOOD INC.  
6300 SHERIFF RD  
LANDOVER MD 20785

CLIFF WOMBLE  
CORP. PURCHASING AGENT  
GIFFORD-HILL-AMERICAN INC.  
P.O. BOX 569470  
DALLAS TX 75356

ROBERT A. EDWARDS  
PURCH MGR.  
GILLETTE CO.  
800 BOYLSTON ST.  
PRUDENTIAL TOWER  
BOSTON MA 02199

EDWARD STUCH  
MGR. SUPPLIER DEVEL.  
GLAXO INC.  
FIVE MOORE DR.  
RESEARCH TRIANGLE PARK NC 27709

BARRY O'SHAUGHNESSY  
PURCHASING MGR.  
GLOBE NEWSPAPER CO.  
P.O. BOX 2378  
BOSTON MA 02107-2378

THOMAS A. SOBECK D/826  
SMALL MIN. WOMEN-OWNED BUS. COORD.  
GOODYEAR TIRE & RUBBER COMPANY  
1144 E. MARKET ST.  
AKRON OH 44316-0001

KAREN RUSSELL MORENO  
VP PURCHASING  
GANNETT SUPPLY CORPORATION  
1100 WILSON BLVD.  
ARLINGTON VA 22234

ED NUNNELY, JR.  
ADMIN. SMALL MINORITY BUS. DEVEL.  
GENCORP  
175 GHENT RD.  
FAIRLAWN OH 44333-3300

JOHN VOGEL  
PURCHASING AGENT  
GENERAL AMERICAN LIFE INSURANCE CO.  
13045 TESSON FERRY RD  
ST. LOUIS MO 63128

ROBERT KEREKON  
PURCHASING MGR.  
GENERAL CINEMA THEATERS  
1280 BOYLSTON ST.  
CHESTNUT HILL MA 02167

BRIAN BLAIR  
CORPORATE BUYER  
GENERAL DYNAMICS CORPORATION  
3190 FAIRVIEW PARK DR.  
FALLS CHURCH VA 22042

JOYCE HUBER  
SMALL BUSINESS COORD.  
GENERAL ELECTRIC COMPANY  
GE AIRCRAFT ENGINES  
ONE NEUMANN WAY, MD A182  
CINCINNATI OH 45215-6310

ROBERT WATSON  
MGR, SUPPLIER DEV.  
GENERAL FOODS USA  
250 NORTH STREET  
WHITE PLAINS NY 10625

SHARON HARRIS  
MGR. MINORITY VENDOR DEVEL.  
GENERAL MILLS, INC.  
ONE GENERAL MILLS BLVD.  
P.O. BOX 1113  
MINNEAPOLIS MN 55440

JAMES CONLEY  
DIR. MINORITY SUPPLIER DEVELOPMENT  
GENERAL MOTORS CORP.  
GENERAL MOTORS BLDG., RM. 4-266  
DETROIT MI 48202

JOHN GUARINO  
DIR. OF PURCH.  
GENERAL RAILWAY SIGNAL CO.  
P.O. BOX 2800  
ROCHESTER NY 14882

RENALDO M. JENSEN  
MGR. MINORITY SUPPLIER DEVEL. DEPT.  
FORD MOTOR COMPANY  
WEST PARK CENTER  
5111 AUTO CLUB DR.  
DEARBORN MI 48121-1899

GLENN CHARLES  
PURCH. SUPERVISOR  
FORT HOWARD CORPORATION  
P.O. BOX 19130  
GREEN BAY WI 54307-9130

PURCHASING DEPT.  
FRANK'S NURSERY & CRAFTS  
6501 E. NEVADA  
DETROIT MI 48234904

TRUDY WATSON  
PURCH. AGENT  
FRANKLIN LIFE INSURANCE  
FRANKLIN SQUARE  
SPRINGFIELD IL 62713

THOMAS GONZALES  
PURCH. MGR.  
FREEPORT SULPHUR CO.  
P.O. BOX 61520  
NEW ORLEANS LA 70161

GERRY MAJORS  
VP OF PURCHASING  
FRIGIDAIRE COMPANY  
6000 PERIMETER DR  
DUBLIN OH 43017

HADDON CARRYER  
PURCHASING DIRECTOR  
G. S. ELECTRIC  
P.O. BOX 400  
CARLISLE PA 17013

ROBERTA GULLEY  
MGR. MRO & R&D CORP. PURCH.  
G.D. SEARLE & CO.  
5200 OLD ORCHARD RD.  
SKOKIE IL 60077

STEVE MIXER  
MATERIALS MANAGER  
G.S. EDWARDS  
5 N. MAIN STREET  
PITTSFIELD ME 04967

MGR PURCHASING  
GAF/ISP CORPORATION SPECIALTY PRODUCTS  
1361 ALPS RD.  
WAYNE NJ 07470

FILTRA SYSTEMS HYDROMATION  
30000 BECK RD.  
WIXOM MI 48393

KAREN JONES  
DIR. OF MINORITY AFFAIRS  
FINA  
P.O. BOX 2159  
DALLAS TX 75221

NANCY ABFALTER  
PURCH. DEPT.  
FIRST BANK SYSTEM, INC.  
FIRST BANK PLACE/MPFP2002  
601 2ND AVE S.  
MINNEAPOLIS MN 55402

SILVANA BARKHOYAN  
VP & PURCHASING MANAGER  
FIRST INTERSTATE BANK OF CALIFORNIA  
PURCHASING DEPARTMENT  
1200 W SEVENTH ST, G5-71  
LOS ANGELES CA 90017

BONNIE MARKELL  
MINORITY BUSINESS COORD.  
FIRST NATIONAL BANK OF CHICAGO  
ONE FIRST NATIONAL PLAZA-STE. 0515  
CHICAGO IL 60670

ISA POWELL  
FIRST UNION NATIONAL BANK  
301 S TRYON ST.  
CHARLOTTE NC 28288-0842

H.T. NELSON  
PURCH. MGR.  
FIRST WISCONSIN NATIONAL BANK OF MILWAUKEE  
P.O. BOX 532  
777 E WISCONSIN AVE.  
MILWAUKEE WI 53201

JOHN GUDGELL/D. BROOKS  
PURCH. AGENT  
FLEETWOOD ENTERPRISES  
3125 MYER ST.  
P.O. BOX 7638  
RIVERSIDE CA 92503

REGINALD ARNOLD, ADMIN.  
MIN. BUSINESS. DEV/CORP. PROCUREMENT  
FLORIDA POWER & LIGHT COMPANY  
P.O. BOX 088801  
NORTH PALM BEACH FL 33408-8801

LARRY DAKOF  
MGR.  
FMC CORPORATION  
200 RANDOLPH DR.  
CHICAGO IL 60601

LEN NAPIER  
OFFICE MGR, PURCHASING  
FARLEY INDUSTRIES, INC.  
6300 SEARS TOWER  
CHICAGO IL 60606

ROGER UHER  
DIR. OF PURCH.  
FARMLAND INDUSTRIES, INC.  
3315 N OAK TRAFFICWAY  
P.O. BOX 7305  
KANSAS CITY MO 64116

PATRICIA MILAN-SHORES  
MGR. MIN. VENDOR COORD.  
FEDERAL EXPRESS CORPORATION  
P.O. BOX 727  
PROCUREMENT DEPT.  
MEMPHIS TN 38194-1911

DOUG ROSSMAN  
PURCHASING MANAGER  
FEDERAL-MOGUL  
P.O. BOX 1966  
DETROIT MI 48235

JUDY EVANS  
OPERATING VP PURCHASING & TRAVEL  
FEDERATED DEPARTMENT STORES  
7 W SEVENTH ST.  
CINCINNATI OH 45202

FRANK FRANCIOLI  
DIR. OF PURCH.  
FERRO CORP.  
1000 LAKESIDE  
CLEVELAND OH 44114

EUGENE BROWN  
DIR. OF PURCH.  
FIELDCREST CANNON, INC.  
P.O. BOX 829  
KANNAPOLIS NC 28082

CAROL KASTEN  
VP PURCHASING  
FIELDCREST CANNON, INC.  
P.O. BOX 830  
KANNAPOLIS NC 28082

TERRY CARTER  
CORPORATE PURCHASING  
FIELDCREST CANNON, INC.  
KARASTAN BIGELOW DIVISION  
P.O. BOX 27050  
GREENSBORO NC 27245

BILL EVERS  
DIR. CORP. PROCUREMENT  
FIGGIE INTERNATIONAL INC.  
4420 SHERWIN RD.  
WILLOUGHBY OH 44094

JOHN FARROW,  
PURCHASING MGR.  
EMHART GLASS MACHINERY INC.  
P.O. BOX 700  
WINDSOR CT 06095

DUANE W. MOODY  
PURCHASING AGENT  
ENRON CORP.  
GAS PIPELINE OPERATIONS  
P.O. BOX 1188  
HOUSTON TX 77251-1188

PHYLLIS BICHSEL  
PURCHASING DIRECTOR  
ENSERCH CORPORATION  
300 S. ST. PAUL  
DALLAS TX 75201

STEVE LUNDERGAN  
PURCHASING MGR.  
ESSEX GROUP, INC.  
P.O. BOX 1601  
FT. WAYNE IN 46801

BERNARD MARISTANY  
SR. ECONOMIC ANALYST  
ETHYL CORP.  
451 FLORIDA BLVD.  
BATON ROUGE LA 70801

WILLIAM BERK  
VP PURCHASING DIRECTOR  
EUROPEAN AMERICAN BANK & TRUST  
EAB PLAZA - UNIT 2817  
UNIONDALE NY 11555

LINDA BUTLER  
SUPPLIER DEVEL. COORD.  
EXXON COMPANY, U.S.A.  
P.O. BOX 4692  
HOUSTON TX 77210-4692

ROBERT HALL  
V.P. MERCHANDISING  
F.W. WOOLWORTH CO.  
233 BROADWAY, 25TH FL.  
NEW YORK NY 10279

LEON ROSENMAN  
SBLO  
FAIRCHILD SPACE & DEFENSE CORP.  
20301 CENTURY BLVD.  
GERMANTOWN MD 20874

CLAUDIA WHITE  
OUTREACH PROGRAM MGR.  
FANNIE MAE  
3900 WISCONSIN AVE NW  
WASHINGTON DC 20016-2888

RICHARD WILLIAMS  
DIR. OF PURCH.  
EATON CORP.  
EATON CENTER  
CLEVELAND OH 44114

MARY L. BOYD-FOY  
CORP. MGR. SUBCONTRACT COMPL.  
EBASCO SERVICES INCORPORATED  
TWO WORLD TRADE CENTER  
NEW YORK NY 10048-0752

MICHAEL HERRING  
DIRECTOR OF PURCHASING  
ECHLIN INC.  
100 DOUBLE BEACH RD.  
BRANFORD CT 06405

MARK LUNDQUIST  
COMMODITY MGR.  
ECOLAB, INC.  
ECOLAB CENTER-NORTH/5  
370 WABASHA AVE.  
ST. PAUL MN 55102

PURCHASING DEPT.  
EL PASO NATURAL GAS CO.  
P.O. BOX 1492  
EL PASO TX 79978

CLIFFORD CURTIS  
SMALL BUS. LIAISON OFFICER  
ELECTRONICS & SPACE CORPORATION  
8100 W. FLORISSANT AVE.  
ST. LOUIS MO 63136

MARIE SPERONE  
PURCHASING MGR.  
ELF ATOCHEM NORTH AMERICA  
3 PARKWAY  
PHILADELPHIA PA 19102

TRAVIS WILSON  
PURCHASING DIRECTOR  
ELF EXPLORATION INC.  
FIRST INTERSTATE BANK PLAZA  
1000 LOUISIANA, STE. 3800  
HOUSTON TX 77002

NANCY LANG  
MGR. SM. BUS/MIN. PURCH. ADMIN.  
ELI LILLY AND COMPANY  
LILLY CORPORATE CENTER  
INDIANAPOLIS IN 46285

LARRY KREMER  
EMERSON ELECTRIC  
8100 W FLORISSANT  
ST. LOUIS MO 63136



**GIANT FOOD INC.**

KEVIN J. HANCOCK  
DIRECTOR OF MEDIA  
ADVERTISING

VICE PRESIDENT  
GRT ADVERTISING

D-753  
P. O. BOX 1804, WASHINGTON, DC 20013  
PHONE (301) 341-4412

**January 6, 1995**

**Ms. Veronica McCune, CEO  
MLT Productions  
3912 60th St. Suite 12  
San Diego, California 92115**

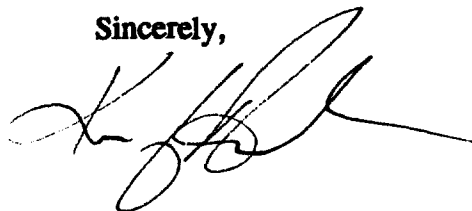
**Dear Ms. McCune:**

**Thank you for the information on your television show Women, Minorities, and Small Business warehouse shopping program, which was passed on to me by Henry Hailstock, Giant's Manager of Minority Affairs.**

**As Giant is a local business, we support local media and are heavy supporters of minority-owned media in our own markets.**

**Again, thank you for the information.**

**Sincerely,**

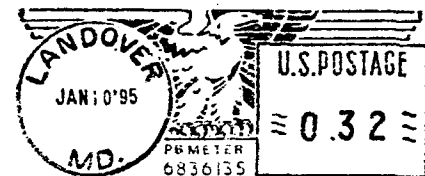
A handwritten signature in black ink, appearing to be "K. Hancock", written in a cursive style.



GIANT FOOD, INC.

BOX 1804, DEPT. 753  
WASHINGTON, D.C. 20013

**FIRST-CLASS**



Ms. Veronica McCune, CEO  
MLT Productions  
3912 60th St. Suite 12  
San Diego, California 92115

MADE WITH RECYCLED FIBER





Application for a  
**Management  
Position**  
with The Kroger Co.

**beginning our second century...**  
as the nation's leading grocery retailer

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Name: \_\_\_\_\_

APPLICANT — DO NOT WRITE ON THIS SIDE

TO BE COMPLETED AFTER HIRE BY STORE MANAGER OR DEPARTMENT HEAD (FILL IN ALL SPACES) CHECK ALL SECTIONS FOR COMPLETENESS OF INFORMATION

REMINDER: DATE OF BIRTH ON FRONT PAGE TO BE COMPLETED ON ALL NEW HIRES.

SEX (CIRCLE ONE) M = MALE F = FEMALE

MARITAL STATUS (CIRCLE ONE) 1 = SINGLE 2 = MARRIED 3 = WIDOWED 4 = DIVORCED 5 = SEPARATED

RACE (CIRCLE ONE) AA = ASIAN AMER/PACIFIC ISLANDER AI = AMER INDIAN/ALASKAN NATIVE B = BLACK HIS = HISPANIC W = WHITE

HANDICAPPED ☐ YES ☐ NO TYPE OF HANDICAP \_\_\_\_\_

VETERAN STATUS (CIRCLE ONE) 1 = VETERAN 2 = DISABLED VETERAN 3 = VIETNAM ERA VETERAN 4 = DISABLED VIETNAM ERA VETERAN

|                   |       |     |      |                                  |      |       |
|-------------------|-------|-----|------|----------------------------------|------|-------|
| DATE WORK STARTED | MONTH | DAY | YEAR | LEVEL 3/LEVEL 4<br>WORK FACILITY | ZONE | STORE |
|                   |       |     |      |                                  |      |       |

STATUS (CIRCLE ONE) 2 = FULL-TIME PROBATIONARY 4 = PART-TIME 6 = STUDENT 7 = CASUAL

|   |    |    |    |    |    |    |  |
|---|----|----|----|----|----|----|--|
| SALARY/WAGE   | \$ | \$ | \$ | \$ | \$ | \$ | JOB TITLE _____  |
|   |    |    |    |    |    |    |  |
| SIGNED _____ (STORE MANAGER-DEPARTMENT HEAD) (DATE) _____ |    |    |    |    |    |    | IMPORTANT: A W-4 MUST ACCOMPANY THIS APPLICATION<br>FOR EMPLOYEE TO BE PROPERLY PAID.<br>NOTE: BE SURE WORK PERMIT IS<br>OBTAINED IF REQUIRED BY LAW |
| APPROVED _____ (DATE) _____                               |    |    |    |    |    |    |  |

TO BE COMPLETED BY PERSONNEL / PAYROLL DEPARTMENTS

|  |   |
|--|---|
| SHIFT CODE _____                         | NORMAL HOURS _____                        |
| DATE NEXT INCREASE _____ / _____ / _____ | PAY STATUS _____ PAY FREQUENCY _____      |
| JOB CODE _____                           | WORK CENTER _____ WAGE ACCOUNT _____      |
| PAY TYPE (CIRCLE ONE) 6 7 8              |   |
| PAY LEVEL _____                          | NEXT APPRAISAL DATE _____ / _____ / _____ |
| UNION MEMBERSHIP CODE _____              | (MEMBERSHIP = 4 ONLY)                     |
| CHECK FORMAT INDICATOR _____             |   |

SET-UP INDICATOR (CIRCLE ONE) 1 = NEW HIRE 2 = REHIRE 3 = REINSTATEMENT 4 = REACTIVATED

|                              |            |                                      |            |                                      |
|------------------------------|------------|--------------------------------------|------------|--------------------------------------|
| COMPANY TRAINING<br>PROGRAMS | CODE _____ | DATE COMPLETED _____ / _____ / _____ | CODE _____ | DATE COMPLETED _____ / _____ / _____ |
|                              | CODE _____ | DATE COMPLETED _____ / _____ / _____ |            | DATE COMPLETED _____ / _____ / _____ |
|                              | CODE _____ | DATE COMPLETED _____ / _____ / _____ |            | DATE COMPLETED _____ / _____ / _____ |
|                              | CODE _____ | DATE COMPLETED _____ / _____ / _____ |            | DATE COMPLETED _____ / _____ / _____ |

REMINDER: ENTER DEGREE INFORMATION FOR COLLEGE STUDENTS/GRADUATES

WITHHOLDING TAXES

|                   | TAX<br>METHOD | MARITAL<br>STATUS      | EXEMPTIONS | ADDITIONAL<br>AMOUNT/<br>PERCENT | AMOUNT OF 1<br>EXEMPTION | CODE  |
|-------------------|---------------|------------------------|------------|----------------------------------|--------------------------|-------|
| FEDERAL           | _____         | _____                  | _____      | _____                            |                          |       |
| STATE             | _____         | _____                  | _____      | _____                            |                          |       |
| COUNTY            | _____         | _____                  | _____      | _____                            | _____                    | _____ |
| CITY              | _____         | _____                  | _____      | _____                            | _____                    | _____ |
| WORK STATE: _____ |               | RESIDENCE STATE: _____ |            |                                  |                          |       |

VERIFIED AND PROCESSED BY: NAME \_\_\_\_\_ DATE \_\_\_\_\_

LEVEL 1 \_\_\_\_\_ LEVEL 2 \_\_\_\_\_

DIVISION \_\_\_\_\_

|   |          |        |  |   |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
|---|----------|--------|--|---|----------|--------|--|--|--|---|--|--|--|-------|-----|------|--|--|--|
| SOCIAL SECURITY NUMBER  |          |        |  | DATE _____  |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
| FIRST   |          | MIDDLE |  | LAST  |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
| NAME  |          |        |  |   |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
| NUMBER AND STREET   |          |        |  | NUMBER AND STREET   |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
| ADDRESS   |          |        |  | ADDRESS   |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
| APT #   |          |        |  | APT #   |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
| City  |          | County |  | City  |          | County |  |  |  |   |  |  |  |       |     |      |  |  |  |
| State   |          | Zip    |  | State   |          | Zip    |  |  |  |   |  |  |  |       |     |      |  |  |  |
| NO PHONE <input type="checkbox"/><br>PHONE NO. <table border="1" style="display: inline-table; border-collapse: collapse;"> <tr> <td style="width: 10%;">Area Code</td> <td style="width: 10%;">Exchange</td> <td style="width: 10%;">Number</td> </tr> <tr> <td style="height: 20px;"></td> <td></td> <td></td> </tr> </table> |          |        |  | Area Code   | Exchange | Number |  |  |  | DATE OF BIRTH <table border="1" style="display: inline-table; border-collapse: collapse;"> <tr> <td style="width: 10%;">Month</td> <td style="width: 10%;">Day</td> <td style="width: 10%;">Year</td> </tr> <tr> <td style="height: 20px;"></td> <td></td> <td></td> </tr> </table> |  |  |  | Month | Day | Year |  |  |  |
| Area Code   | Exchange | Number |  |   |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
|   |          |        |  |   |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
| Month   | Day      | Year   |  |   |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
|   |          |        |  |   |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
| Salary requirements \$ _____ Date available: _____  |          |        |  | Would you be willing to relocate? <input type="checkbox"/> Yes <input type="checkbox"/> No  |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
| Have you previously worked for Kroger or subsidiaries? <input type="checkbox"/> Yes <input type="checkbox"/> No   |          |        |  | If no, explain: _____   |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
| When? _____ If employed, position held: _____ Location: _____   |          |        |  | Were you referred to Kroger? <input type="checkbox"/> Yes <input type="checkbox"/> No   |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
| Do you have relatives employed by Kroger or in other food business? <input type="checkbox"/> Yes <input type="checkbox"/> No  |          |        |  | By whom? _____  |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
| Name: _____ Employer: _____   |          |        |  | Have you been convicted of a crime, or misdemeanor? (omit minor traffic citations) <input type="checkbox"/> Yes <input type="checkbox"/> No |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
| Type of position desired: _____   |          |        |  | (ONLY JOB RELATED CONVICTIONS WILL BE CONSIDERED)   |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
|   |          |        |  | If Yes, list all convictions showing offense and date.  |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
| AFTER EMPLOYMENT, CAN YOU SUBMIT VERIFICATION OF YOUR LEGAL RIGHT TO WORK IN THE U.S.? (TO BE COMPLETED BY ALIENS) <input type="checkbox"/> YES <input type="checkbox"/> NO   |          |        |  |   |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |
| <b>PERSONAL DATA</b>  |          |        |  |   |          |        |  |  |  |   |  |  |  |       |     |      |  |  |  |

Are you willing to take a physical examination at company expense? ☐ Yes ☐ No

In case of accident, Please notify

Name

Address

Telephone

**MEDICAL**

|  |  |  |  |  |  |  |  |  |  |  |  |                  |  |   |  |                  |  |
|--|--|--|--|--|--|--|--|--|--|--|--|------------------|--|---|--|------------------|--|
| (Circle total years education completed)   |  |  |  |  |  |  |  |  |  |  |  | 13 College Fresh |  | 15 College Junior                           |  | 17 Master Degree |  |
| 1 2 3 4 5 6 7 8 9 10 11 12 (High School Graduate)  |  |  |  |  |  |  |  |  |  |  |  | 14 College Soph  |  | 16 Bachelor Degree                          |  | 18 Ph D          |  |
| ARE YOU CURRENTLY ATTENDING SCHOOL? <input type="checkbox"/> YES <input type="checkbox"/> NO |  |  |  |  |  |  |  |  |  |  |  |                  |  | COLLEGE INFORMATION                         |  |                  |  |
| ANTICIPATED GRADUATION DATE  |  |  |  |  |  |  |  |  |  | Month                                  |  | Year             |  | Undergraduate Major Field:                  |  |                  |  |
|  |  |  |  |  |  |  |  |  |  | Month                                  |  | Year             |  | Undergraduate College/ University Attended: |  |                  |  |
| HIGH SCHOOL INFORMATION  |  |  |  |  |  |  |  |  |  | Month & Year Graduated:                |  |                  |  |   |  |                  |  |
| Name of School:  |  |  |  |  |  |  |  |  |  | Graduate Major Field:                  |  |                  |  |   |  |                  |  |
| Location:  |  |  |  |  |  |  |  |  |  | Graduate College/ University Attended: |  |                  |  |   |  |                  |  |
| Major Courses Taken:   |  |  |  |  |  |  |  |  |  | Month & Year Graduated:                |  |                  |  |   |  |                  |  |
| List special skills or training  |  |  |  |  |  |  |  |  |  |  |  |                  |  |   |  |                  |  |
| Academic Honors or extracurricular activities  |  |  |  |  |  |  |  |  |  |  |  |                  |  |   |  |                  |  |
| If presently enrolled, indicate where and field of study                                     |  |  |  |  |  |  |  |  |  |  |  |                  |  |   |  |                  |  |
| Describe any definite plans of further study   |  |  |  |  |  |  |  |  |  |  |  |                  |  |   |  |                  |  |
| <b>EDUCATION</b>   |  |  |  |  |  |  |  |  |  |  |  |                  |  |   |  |                  |  |

|  |                   |              |
|--|-------------------|--------------|
| Have you served in the United States Armed Forces? <input type="checkbox"/> Yes <input type="checkbox"/> No        | Branch of service | Highest rank |
| Indicate any skills or training acquired during military service you feel might be of interest or value to Kroger. |                   |              |
| <b>MILITARY</b>  |                   |              |

Please provide a complete report of all your working experience in the United States.

List most recent employer first. Include periods of unemployment.

|                   |          |    |                    |                 |
|-------------------|----------|----|--------------------|-----------------|
| Company Name      | From     | To | Job Title          | Starting Salary |
| Number and Street | Phone    |    | Supervisor         | \$              |
| City and State    | Zip Code |    | Reason for Leaving | Final Salary    |
|                   |          |    |                    | \$              |
| Company Name      | From     | To | Job Title          | Starting Salary |
| Number and Street | Phone    |    | Supervisor         | \$              |
| City and State    | Zip Code |    | Reason for Leaving | Final Salary    |
|                   |          |    |                    | \$              |
| Company Name      | From     | To | Job Title          | Starting Salary |
| Number and Street | Phone    |    | Supervisor         | \$              |
| City and State    | Zip Code |    | Reason for Leaving | Final Salary    |
|                   |          |    |                    | \$              |
| Company Name      | From     | To | Job Title          | Starting Salary |
| Number and Street | Phone    |    | Supervisor         | \$              |
| City and State    | Zip Code |    | Reason for Leaving | Final Salary    |
|                   |          |    |                    | \$              |

Have you ever been discharged or asked to resign from any position ? ☐ Yes ☐ No

If your answer is yes, please explain: \_\_\_\_\_

**UNEMPLOYMENT RECORD**

List all intervals of unemployment, if any, during the last 10 years.

| From - Mo./Yr. | To - Mo./Yr. | Brief statement covering this period, if applicable |
|----------------|--------------|---|
|                |              |   |
|                |              |   |
|                |              |   |
|                |              |   |
|                |              |   |

**PREVIOUS EMPLOYMENT**

I understand that any untrue statements in this application will be just cause for dismissal.

I understand this application will be considered current for 60 days. A new application must be completed for further consideration after 60 days.

I understand that a routine inquiry may be made which will include applicable information concerning character, general reputation, personal characteristics, and mode of living. Upon written request, additional information as to the nature and scope of the report, if one is made, will be provided.

I authorize the release of information concerning my previous employment and any pertinent information they may have, personal or otherwise, and release all parties from all liability for any damage that may result from furnishing this information to The Kroger Co.

I HAVE READ AND FULLY UNDERSTAND THE FOREGOING STATEMENT.

Date \_\_\_\_\_ Signature of Applicant \_\_\_\_\_

(A copy of this statement is available upon request)

Mail WMSB

Pack

Never receive  
telephone call -  
letter

WARNER H. SESSION

1776 K Street, NW, Suite 800  
Washington, DC, 20006  
TELEPHONE: 202-452-7983

Telecopier Memorandum

fax # (202) ~~452-7911~~ or 452-7989

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DATE: 1-17-95

MESSAGE TO:

VERONICA McCUNE

FIRM:

ALT PRODUCTIONS, San Diego, CA

FAX NUMBER:

(619) 583-6478

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3

CLIENT REFERENCE #:

TAG

RECIPIENT'S NUMBER:

(619) 286-3533

MESSAGE FROM:

MR. WARNER SESSION/VALERIA NEAL

DIRECT DIAL #:

(202) 452-7983

**SPECIAL NOTES - MESSAGE:**

Veronica, as per my communication today, here's our T & Summary sheet - Valeria Neal

IF ANY DIFFICULTY IS EXPERIENCED WITH THIS TRANSMISSION  
PLEASE CALL MR. WARNER H. SESSION SERVICES DEPARTMENT  
Services Department at (202) 452-7967

## **I. EXECUTIVE SUMMARY:**

### **This Prospectus Describes what the Telecommunications Advocacy Group Will Do and How It Will Do It**

*After discussions and legislative reviews, the professional support team believes the activities and strategy proposed in this prospectus are needed to protect and promote the interests of minority-owned businesses engaged in telecommunications and information technology industries.*

Federal legislative and regulatory bodies are making decisions rapidly concerning the development and operation of the National Information Infrastructure (NII). These decisions will have far-reaching effects on the extent of minority participation in the growth industries of the 21st Century. This prospectus proposes the immediate implementation of a Telecommunications Advocacy Group to promote legislative and regulatory provisions that are advantageous to minority-owned business enterprises.

The primary goal of the Telecommunications Advocacy Group will be to identify pertinent public policy issues and then advocate decisions favorable to full participation of minority-owned enterprises in the development and operation of the National Information Infrastructure. Under this broad goal, we shall advocate laws and regulations that:

- Authorize set-asides for minority-owned businesses.
- Mandate all common carriers develop and implement subcontracting plans (and reporting procedures) that assure participation.
- Establish numeric goals in legislation.
- Enable set-asides to larger minority-owned businesses, as well as those qualifying by the "small business" rules of the SBA.
- Encourage State laws and goals that exceed Federal standards and protect these State initiatives from pre-emption by Federal legislation.

A professional support team headed by The Law Office of Warner H. Session, P.C. will carry out the activities necessary to pursue the above-described agenda vigorously. In addition, the team will keep all sponsoring firms informed, involve minority business owners in providing testimony and commenting on proposed rules, and develop a steering committee which will provide guidance to the support

Telecommunications Advocacy Group  
The Law Office of Warner H. Session, P.C.



team. Sponsoring firms participating in the Telecommunications Advocacy Group will become the core members of a trade association that will provide continuing support for minority participation in the business opportunities generated by the "Information Highway."

This prospectus describes the services to be offered by the support team and deliverables. The support team will implement an approach that emphasizes management and financial accountability to sponsoring firms.

The actions and services of the Telecommunications Advocacy Group will be financed by sponsoring firms—representing established minority-owned businesses engaged in telecommunications, information technology, and related industries. At least 25 firms will provide \$5,000 of support for first-year activities.

We need to launch the activities described in this prospectus no later than April 30, 1994. Unless we act now, minority-owned firms could be shut out from one of the greatest business opportunities of the century.



**North American Operations**

NAO Headquarters  
General Motors Corporation  
30400 Mound Road  
Box 9015  
Warren, MI 48090-9015

To:

Veronica McCune, CEO  
M.L.T. Productions  
3912 60th Street, Suite 12  
San Diego, CA 92115



## THE BUSINESS CONSORTIUM FUND, INC.

OF THE NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL

ALCoa Foundation  
American Express Co.  
AT & T  
Amoco Foundation  
Anheuser-Busch Co.  
Arco Foundation  
Avon Products, Inc  
Bell Atlantic Corp.  
Bell South Corp.  
Boeing Co.  
Campbell Soup Co.  
Chrysler Corp.  
Coca-Cola Corp.  
ConRail Corp  
ALDoph Coors Co  
Digital Equipment Corp  
Du Pont  
Exxon Corp.  
Ford Foundation  
GE Corp.  
General Motors Corp

15 West 39th Street, 9th Floor, New York, NY 10018 (212) 764-5590



## THE BUSINESS CONSORTIUM FUND, INC.

OF THE NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL

Hershey Food Corp.  
IBM  
J.C. Penney Co. Fund  
J.P. Steward  
Johnson + Johnson  
Kaman Aerospace  
K-mart Corp  
Kroger Co.  
Michigan Strategic Fund  
Mobil Oil Corporation  
New York National Bank  
Pacific Bell  
Pacific Gas + Electric  
PepsiCo, Inc  
Phillip Morris Cos.  
Procter + Gamble Co.  
Shell Oil  
Southwestern Bell Telephone  
Wm. Wrigley, Jr. Co.  
Xerox Corp.

15 West 39th Street, 9th Floor, New York, NY 10018 (212) 764-5590

# **MOTOR ENTERPRISES, INC.**

## **TO INCREASE OPPORTUNITIES**

"The goal is to increase opportunities for racial and ethnic minorities to participate in the free enterprise system through the formation, preservation, expansion and utilization of competitive minority-owned and managed firms..."

U.S. Department of Commerce  
Minority Business Development Agency (MBDA)

# **INFORMATION HANDBOOK**

A Specialized  
Small Business  
Investment Company  
(SSBIC)

A Subsidiary of  
General Motors Corporation

"One of the great things about our free enterprise system in the United States is that entrepreneurs, regardless of race, creed, color, or sex, have the opportunity to establish new businesses, make them grow and become successful. To realize the full benefits of our system, it's important that the opportunity to start a new business be open to everyone with the ideas, talent, and tenacity to succeed. General Motors feels it is particularly important that minority-owned businesses get a fair chance. Sometimes that means that additional financial help and guidance must be available for the minority entrepreneur. That's why we established Motor Enterprises, Inc. As minority-owned businesses get more opportunities to grow and prosper, we're certain that all of American society will benefit."

Robert C. Stempel  
Chairman  
General Motors Corporation

**Q:** What is Motor Enterprises, Inc.

**A:** Motor Enterprises, Inc., a subsidiary of General Motors Corporation, is a Specialized Small Business Investment Company (SSBIC), licensed under the Small Business Investment Act of 1958 as amended.

Motor Enterprises, Inc. is one means by which General Motors tries to broaden the opportunities in free enterprise. It is a practical and imaginative example of how business and government can join in a common endeavor in developing new business opportunities for minority citizens. As a result of this program, not only minority citizens, but every American can be the beneficiary of its success. It is our hope that through this program General Motors will be able to assist in furthering in a very practical way the concept of equal opportunity for all Americans.

**Q:** What does Motor Enterprises, Inc. do?

**A:** The primary purpose of Motor Enterprises, Inc. is to provide long-term financing to minority entrepreneurs in communities where General Motors has plant operations. In addition, Motor Enterprises, Inc. offers managerial and technical assistance to those entrepreneurs granted loans.

**Q:** How is financial assistance granted?

**A:** Funds are provided on a businesslike basis for those ventures that appear to have a reasonable opportunity for financial success.

**Q.** How and when is managerial and technical assistance provided?

**A.** To the extent available, managerial and technical assistance is provided to those who receive financial assistance, through a local plant representative.

**Q.** Who is eligible?

**A.** As an SSBIC, Motor Enterprises, Inc. will provide financing to qualified small business concerns at least 51 percent owned, controlled, and managed by socially or economically disadvantaged individuals. Disadvantaged persons may often include, but are not limited to, African Americans, Hispanic, American Indian, Asian-Pacific, and Asian-Indian Americans.

**Q.** How does the Small Business Administration classify a "Small Business"?

**A.** In general, the S.B.A. considers a firm to be "small" if its net worth is not more than \$6.0 million, and if its average net income after taxes for the preceding two years was not more than \$2.0 million.

**Q.** Can I apply for Motor Enterprises' assistance in non-automotive business ventures?

**A.** Yes. Motor Enterprises, Inc. can become financially involved with ventures producing most products and services. Under the regulations of the Small Business Administra-

tion, Motor Enterprises, Inc. may not provide funds to small business concerns for re-lending, for agricultural enterprises, for foreign investment, for any business not conducted as a regular and continuous activity, for purposes contrary to the public interest, or for purposes not contemplated by the Small Business Investment Act.

**Q.** Does Motor Enterprises, Inc. work in close association with local lending institutions?

**A.** Yes. In most cases, approved loans are financed partially by Motor Enterprises, Inc. and partially by funds from local lending institutions. Typically, Motor Enterprises' participation represents 20 to 25% of the total loan required, however, participation in any one financing is limited to \$250,000.

**Q.** In order to receive assistance, am I required to have a down payment or equity investment in my proposed venture?

**A.** An investment on your part represents a sincere commitment to your proposed business idea. However, each request for financial assistance will be evaluated on the basis of its own merits.

**Q.** Who administers the activities of Motor Enterprises, Inc. in my local area?

**A.** There are 75 General Motors Public Affairs Committees located throughout the country in cities where General Motors has plant operations. These Public Affairs Committees coordinate Motor Enterprises' activities at the local level.

**Q.** How may I obtain more information about a Motor Enterprises loan?

**A.** For information, contact the comptroller's office at a General Motors plant in your city, or write:

Motor Enterprises, Inc.  
General Motors Building  
3044 W. Grand Boulevard  
Detroit, Michigan 48202  
Telephone: (313) 556-4273

**Q.** If I do not live in one of the General Motors plant city locations, where can I find more information about other existing loan programs?

**A.** For information regarding other loan programs, contact your local Small Business Administration office, or write:

U.S. Small Business Administration  
409 3rd Street S.W.  
Washington, D.C. 20416  
Telephone: (202) 205-6490

## General Motors Principal Locations

**Alabama**  
Athens  
Tuscaloosa

**Arizona**  
Mesa

**California**  
Anaheim  
Los Angeles

**Connecticut**  
Bristol

**Delaware**  
Wilmington

**Georgia**  
Albany  
Atlanta  
Fitzgerald

**Illinois**  
Danville  
LaGrange

**Indiana**  
Anderson  
Bedford  
Fort Wayne  
Indianapolis  
Marion  
Muncie

**Iowa**  
Sioux City

**Kansas**  
Kansas City  
Olathe

**Kentucky**  
Bowling Green

**Louisiana**  
Monroe  
Shreveport

**Maryland**  
Baltimore

**Michigan**  
Adrian  
Bay City  
Detroit  
Flint  
Grand Blanc  
Grand Rapids  
Kalamazoo  
Lansing  
Livonia  
Milford  
Pontiac  
Romulus  
Saginaw  
Three Rivers  
Warren  
Ypsilanti

**Mississippi**  
Brookhaven  
Clinton  
Laurel  
Meridian

**Missouri**  
Kansas City  
Wentzville

**New Jersey**  
Linden  
New Brunswick  
Trenton

**New York**  
Buffalo  
Lockport  
Massena  
North Tarrytown  
Rochester  
Syracuse  
Tonawanda

**Ohio**  
Columbus  
Dayton  
Defiance  
Euclid  
Kettering  
Lordstown  
Mansfield  
Moraine  
Parma  
Sandusky  
Toledo  
Vandalia

**Oklahoma**  
Oklahoma City

**Pennsylvania**  
Pittsburgh

**Texas**  
Arlington  
Wichita Falls

**Virginia**  
Fredericksburg

**Wisconsin**  
Janesville  
Milwaukee



SSBIC BUSINESS FINANCING QUESTIONNAIRE

Office Use Only

Received Date

Reviewed By

Action

Status

Type Contact

Phone

Letter

Visit

NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE: ( ) \_\_\_\_\_ OR ( ) \_\_\_\_\_

FAX: ( ) \_\_\_\_\_

HOW DID YOU HEAR ABOUT US? \_\_\_\_\_

NATURE OF BUSINESS \_\_\_\_\_

DATE ESTABLISHED \_\_\_\_\_

WHO IS THE PRINCIPAL OWNER(S) (51% AND ETHNIC GROUP)? \_\_\_\_\_

HOW MUCH MONEY ARE YOU SEEKING, EXACTLY? \_\_\_\_\_

HOW WILL THE MONEY BE USED? \_\_\_\_\_

ARE YOU SEEKING A LOAN OR AN INVESTMENT? \_\_\_\_\_

METHOD AND SOURCE OF REPAYMENT? \_\_\_\_\_

WHEN REQUIRED? \_\_\_\_\_ FOR HOW LONG? \_\_\_\_\_

WHAT COLLATERAL ARE YOU OFFERING? \_\_\_\_\_

DESCRIBE EXISTING DEBT(S). AMOUNT \$ \_\_\_\_\_ COLLATERAL? \_\_\_\_\_

SUBORDINATIONS? \_\_\_\_\_ PERSONAL GUARANTEES? \_\_\_\_\_

STATE OF INCORPORATION? \_\_\_\_\_ PARTNERSHIP? \_\_\_\_\_ SOLE OWNER? \_\_\_\_\_

DESCRIBE OTHER OWNERS AND PERCENTAGE OF OWNERSHIP. \_\_\_\_\_

HAS ANY OWNER DECLARED BANKRUPTCY? \_\_\_\_\_

HOW MUCH MONEY DO THE OWNERS PERSONALLY HAVE IN THE BUSINESS? \_\_\_\_\_